



GUITAR COUNCIL EVENT REPORT

Name of Event: Startup Talk by Mr. Vishal Sarvaiya, Founder, Shree Vam Industries

Nature of the Activity: Webinar

Date, Time and Venue of the Activity: 05/02/2021, 04:00 to 05:00 P.M., GUITAR Council, GSFC University, Vadodara

Organized by: GUITAR Council & GSFC University supported by SSIP, GoG

Number of participants of the event: 100

Speaker Profile:

- Mr. Vishal Sarvaiya has 14+ years of experience in developing, organizing, managing & building stable organizations which caters society by generating employment & providing sustainable life to peoples.
- He has developed business from scratch & now successfully running two manufacturing units located at Rajkot (Gujarat) & Agartala (Tripura) and third unit for trading of Industrial Chemicals with revenues of Rs. 250+ millions. His company has more than 150 satisfied clients in 10 states of India & export to 5 countries.
- He has expertise in Project Management & Execution Strategic Planning for Government Tendering, Investing in New Project & Startup, Restructuring of sick units, Negotiation with competitors (Tenders).
- He Awarded as Emerging Entrepreneur for the year by The Great Indian SME Yatra 2018.
- He was invited to more than eight hackathons/competitions as a jury member.
- He has invested handsome capital in various start-ups with only capital return guarantee. (No profit sharing or No interest charged)

Major discussions in event:

A very inspirational startup talk by Mr. Vishal Sarvaiya was delivered on 5th February, 2021. Mr. Vishal Sarvaiya is a successful entrepreneur and running public health & Sanitation/hygiene chemicals and other chemicals manufacturing business.



He said students should share their ideas with friends, family and faculty to validate and get the opinion.

He narrated how he received first order Rs. 50,000/- through tender and without investing single rupees he delivered the order. He said his company gives equal importance of Rs. 1000/- order to Rs. 5.00 crore orders and maintains good relation with raw material suppliers, supply chain partners, customers and also with the competitors.

He described the importance of team and delegation of power. He said the more the network more the business more the horizon is open for you. He also explained social media usage to know the activities of competitions and get the updated information.

He shared the experience of risk taking to establish a manufacturing plant at Agartala (Tripura) and how local competitors threatened him to stop manufacturing. He contacted the Minister and received support from him and finally established business.

He explained the tendering process in detail and how he quoted the tender bid and most of the time received the orders. He said nowadays finance is not a big issue for establishing business. Banks, Angel Investors, Venture Capital Firms and others are ready to invest in your business if it has potential to scale, return on investment, opportunities etc. He also invests in startups and gives funds on the basis of no profit sharing/no interest charges.

At the last he said if you are not interested in entrepreneurship then try to intrapreneurship, it allows you to act like an entrepreneur within a company.

Learning Outcomes for the Activity:

Students learned the importance of team building, delegation of power, opportunity identification, risk in business, fund management, business expansion, order management, competitor analysis, networking, communication, tender management, partnership, product diversification and future planning.

How will it be useful for Students/School/University?

Startup Journey of Mr. Vishal Sarvaiya inspires and motivates the young students to pursue a career in Entrepreneurship. Students understand the core elements of business during the talk such as networking, marketing, financing, building team, sales and estimation, planning, risk management, communication.



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